R.J. Reynolds Tobacco Company

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North East Sales Area
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September 12, 1997

SENT VIA E-MAIL

Bob Snow	Stephen MacLeod
Mark Goodman	Bob Dobrowolski
Tim Gillespie	Rory O'Rourke

Subject: **Direct Account Allocation Status**

Attached you will find an outline for our current direct account allocation process, and the process for approval on exception orders exceeding allocations. Each R.O.U. will receive printouts showing the allocations for each direct account effective the week of 9/15/97. These printouts, along with the attached outline, should be forwarded to the individual with the direct account responsibility. This information should be reviewed with each account as soon as possible. I would recommend that the outline not be copied and left with accounts.

Call if you have any questions.

Don

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Attachment (97122DF/di)

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Source: https://www.industrydocuments.ucsf.edu/docs/xkkn0000